

## HITCHCOCK CHOSEN WILLCOX CHIEF AID

With George W. Perkins Will  
Act as Adviser to Hughes  
Chairman.

BEGINS WORK AT ONCE

Other Men Prominent in Re-  
publican Ranks Named to  
Help in Campaign.

George W. Perkins and Frank H. Hitchcock are to be William R. Willcox's chief aids hereafter in running the campaign for the election of Mr. Hughes. Hitchcock, as was predicted in *Tus Suz* recently, yesterday was named as one of the advisory committee appointed by Willcox. Perkins is a member of the campaign committee appointed some time ago.

Both Perkins and Hitchcock are to have offices at national headquarters here in order to be at Chairman Willcox's elbow when important questions have to be decided. Perkins has been away on a vacation, but will begin his work next week, as will Hitchcock. Their organizing ability will be availed of at once by the chairman, with the result that the campaign will move forward in much livelier fashion, many Republicans believe. There is nothing but optimism expressed by Republicans and Progressive leaders as to Mr. Hughes's chances in November, only some of them believe the campaign is behind schedule and needs some jacking up.

**Advisory Committee Picked.**  
Chairman Willcox announced the new advisory committee yesterday. It is made up of eleven members. These are the men:

R. Livingston Beekman, Governor of Rhode Island; Theodore E. Burton, formerly United States Senator from Ohio; Charles G. Dawes of Illinois, president of the Central Trust Company of Illinois and formerly Comptroller of the Treasury; A. O. Eberhart, former Governor of Minnesota; Charles W. Fulton, formerly United States Senator from Oregon; Frank H. Hitchcock of New York, chairman of the Republican National Committee in 1908 and Postmaster-General in the Taft Administration; Raymond Robins of Chicago, who presided over the recent convention of the National Progressive party in Chicago and former chairman of the Illinois State Progressive Committee; Victor Rosewater, editor of the *Omaha Bee* and former member of the Republican National Committee from Nebraska; John W. Wamaker of Philadelphia; William L. Ward of New York and James Wilson of Iowa, Secretary of Agriculture in the Cabinet of President McKinley; Roosevelt and Taft.

**Hitchcock Men See Victory.**  
Hitchcock men were jubilant yesterday when they learned of his appointment to this committee. It appeared to spell victory for them and defeat for Hitchcock's foes, who, it was said, had been putting in vigorous protests against any prominence being given Hitchcock in this campaign. Herbert Parsons and Senator W. Murray Crane were espe-

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cially mentioned as among those who had taken this attitude against Hitchcock, their resentment against the latter going back many years. "Hitchcock has landed on top," said one Republican, "and now we'll see the campaign hum."

Not only did Hitchcock land on the committee, but he also was responsible. It is said, for the appointment on it of William L. Ward, veteran leader of Westchester. He was one of Hitchcock's chief advisers at Republican headquarters in the 1908 campaign, run by Hitchcock. Hitchcock and Willcox are also old friends, it was explained yesterday. Hitchcock being Postmaster-General when Willcox was postmaster of New York.

In explaining the makeup of the committee Willcox said the idea was to make it thoroughly representative of different elements and different parts of the country. "The committee," he said, "is just what its name indicates—a committee to advise with the chairman of the national committee on the broad questions of the campaign. I shall call the committee together within a week or ten days and from time to time during the progress of the campaign. It is not in any sense a campaign committee or a financial committee."

**Whitman Sees Hitchcock.**  
Eberhart's appointment is a recognition of the Scandinavian strength in Minnesota and the Northwest, while Fulton gets a place in reward for his pre-convention work for Hughes in Oregon. Wamaker and Dawes were selected especially because of the broad business experience they could bring to bear on the handling of campaign matters.

Gov. Whitman, who has been urging the selection of Hitchcock, had a long talk with the latter yesterday regarding the national and State campaigns. Later the Governor conferred with Willcox.

Among Willcox's callers were ex-Senator James A. Hemenway of Indiana and Halbert P. Gardner, Progressive State Chairman of Maine. Both had just come from that State. Their reports on the situation there, it was said, were not as rosy as some that the chairman had received, though both assured him they believed the Hughes electors would win in November. The present concern is said to be over the State election next month.

**OPPOSITION FOR RIORDAN.**  
Richmond Democrats Pick Man to Run Against Him.

As a result of the action of the executive committee of the Democratic organization of Richmond in designating Representative Daniel J. Riordan for re-nomination Independent Democrats of the borough last night designated former State Senator Howard R. Bayne for the position. It is expected there will be a hard fight for the nomination at the primaries in September.

## WILSON DAY OPEN TO PUBLIC.

Committee Invites All to Attend  
Notification Ceremonies.

TRANTON, Aug. 22.—At a meeting of the general committee appointed to prepare for the notification of President Wilson of his renomination additional arrangements for the event were completed today.

The notification will take place at Shadow Lawn the afternoon of September 2. The President and Mrs. Wilson will give a luncheon at 1 o'clock, at which members of the notification committee and the reception committee and their wives will be present. The notification ceremonies proper will take place at 4 o'clock. Although special invitations to attend the ceremonies will be issued, a general invitation is extended to the public to be present.

Sub-committees on seating and police and transportation were appointed today. The committee having charge of transportation is composed of H. Otto Wittgen and John P. Egan of Jersey City, John R. Hardin of Newark and T. A. Adams of Montclair. The committee on seating and police is made up of Edward Farrington and Samuel Schleimer of New Brunswick, Wilbur A. Beecroft of Allentown and George A. Steele of Easton.

## M'CORMICK GOES WEST POST HASTE

Democratic Chairman Hastily  
Departs After Roger Sullivan Calls.

Roger Sullivan of Illinois dropped into Wilson headquarters in Forty-second street yesterday and a couple of hours later Vance C. McCormick, national campaign chairman, left post haste for Chicago. As he was about to take his train, McCormick was asked if Sullivan had brought bad news from the West.

"Why, no," he said. "Mr. Sullivan reported prospects in the West as bright for the President's reelection." The Illinois leader would not say what his report had been, but local Democrats said it was a safe bet he did not call on McCormick with a rainbow story. It was announced in headquarters that William J. Bryan will speak for Wilson all through the West, except in Missouri and Michigan, beginning his tour probably in Ohio on September 15. Homer S. Cummings of the speakers bureau is planning the Bryan itinerary and another one for Martin H. Glynn.

Speaker Champ Clark sent back to Cummings a check which had been mailed to him for expenses on his speaking tour in Maine last week. Clark wrote he never had made it a practice to accept pay for his party services.

Cummings yesterday explained he had sent a check to Speaker Clark because it was customary to pay the expenses of a campaign speaker. There had been no wish to put the Missouri leader in the position of a hireling.

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## CALIFORNIA MOOSE RALLY TO HUGHES

Candidate Acclaimed in San  
Joaquin Valley, Hotbed of  
Progressivism.

FAILS TO SEE JOHNSON

Governor in Address Says He  
Expects Big Republican  
Majority at Polls.

SACRAMENTO, Cal., Aug. 22.—Charles E. Hughes came into the San Joaquin Valley, hotbed of California Progressivism, today and heard the cheers of thousands massed at every railway station through which his train passed.

The nominee's speeches, abounding in pleas for straight Americanism and the advancement of humanitarian principles, differed not at all in the minds of the Progressive fruit growers and farmers from the speeches of a Roosevelt or a Johnson, and the spontaneous demonstrations of acclaim left no doubt of the fact of complete party reunion in a large and important section of the State in which the Progressive party has won its greatest victories.

In his speech to-night Mr. Hughes read an extract from an editorial published by the *Legislative Record* of New York in 1910, when he went on the Supreme Court bench.

"This is of special interest at this time because of the incident in San Francisco yesterday, when Mr. Hughes attended a luncheon at which non-union waiters served. The editorial was as follows:

"Now that Gov. Hughes has retired from politics and ascended to a place on the highest judicial tribunal in the world, it can be acknowledged, without hurting anybody's political corns, that he was the greatest friend of labor laws that ever occupied the Governor's chair at Albany."

"During his two terms he has signed fifty-six labor laws, including among them the best labor laws ever enacted in this or any other State. He also urged the enactment of labor laws in his messages to the Legislature, ever going so far as to place the demand for a labor law in one of his messages to an extra session of the Legislature."

"Only 162 labor laws have been enacted in this State since its erection in 1777, in 133 years. One third of these, exceeding in quality all of the others, have been enacted and signed during Gov. Hughes' term of three years and nine months."

Mr. Hughes left California to-night without having seen Hiram Johnson, four times Governor and Col. Theodore Roosevelt's running mate in the national campaign of four years ago. But while Hughes was addressing a great meeting in Los Angeles, was declaring he expected in Southern California to roll up a decisive majority for the Republican national ticket.

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fact that in every one of his speeches—and he speaking two or three times a day—the California Governor is championing the candidacy of the Republican nominee. No man in the country, as Johnson's friends remind visitors, is doing more, whether he be enrolled as a Republican or as a Progressive. Friends of Hughes and Johnson regret their failure to meet, but the failure appears to have been unavoidable. The two were almost within earshot of each other at Long Beach Sunday night, but the Governor, knowing of the nominee's many engagements, hesitated to disturb him, and Mr. Hughes did not learn of the proximity of the Governor until after his return to Los Angeles that night.

**Gets Rousing Welcome.**

But even without Johnson, the Progressives of the broad fruit belt took Hughes to their hearts; they evidenced their cordiality in a series of receptions more spontaneously enthusiastic than any in which the nominee had been the central figure during his tour. They emphasized it further by leading the platform of a train with scores of crates of fruits—watermelons, peaches, grapes and raisins.

Before leaving the train to-night William H. Crocker, Republican national committeeman, who had accompanied Mr. Hughes from the moment he crossed the State line from Oregon, last Saturday, predicted a minimum Republican majority in California of 100,000.

Mr. Hughes in his address to-day pleaded for the safeguarding of human life, for the safeguarding of human beings, for women and children in particular, for the treatment of workers not as mere economic units but as humans, he asked for the confidence of "honest people" as he pledged himself to further these ends.

When the train slowed down at Porterville before 9 o'clock this morning there were 3,000 persons who demanded a speech. Similar crowds greeted him all along the line. The train only slowed down at Farmerville, but a woman employee of one of the fruit canneries ran down the track and shouted: "We're with you, Mr. Hughes; we women workers appreciate what you are doing for us and are going to vote for you."

**CAMPAIGN OPENED IN R. I.**

Senators Lippitt and Sherman Assail Administration's Policies.

ROCKY POINT, R. I., Aug. 22.—The national political campaign in this State was opened here today at a gathering of the Republican Club of Rhode Island at which United States Senators Lawrence V. Sherman of Illinois and Henry F. Lippitt of this State assailed the Administration's Mexican and financial policies.

Senator Lippitt said that "for the sake of commission toward Mexico and the state of omission toward America we need a change in the administration."

Senator Sherman said the country was in the hands of a hydra-headed commission form of government, and that the Democratic party had resolved itself into commission and investigating committees, leaving no legitimate enterprise to pursue its business free from their menace."

Senator Wadsworth of New York declared Hughes would carry New York State this fall by 200,000 majority.

**Heads Missouri Democrats.**

JEFFERSON CITY, Mo., Aug. 22.—Judge Charles G. Carroll of Kansas City was elected chairman of the Democratic State committee at its meeting here today preceding the platform convention. His election was without a single dissenting vote.

## BACON DECLARES FOR AMERICANISM

Universal Training Also in  
Platform in Campaign  
for Senate.

HIS PETITION IS FILED

Contains More Than 8,000  
Names—20,000 Enrolled  
on Calder's Papers.

Coincident with the filing at Albany yesterday of his petition, containing more than 8,000 names of enrolled Republicans, Robert Bacon announced the platform upon which he will ask for the support of Republican voters in the primary in his fight against Representative William M. Calder for the nomination for United States Senator.

Americanism and universal military training are two of the salient issues in the Bacon platform. After proclaiming his allegiance to the Chicago platform and its nominees the Bacon statement says:

"We are an intensely personal people. America first, America prepared, America sympathetic with the weak and wrongly oppressed, America intrepid and fearless before wrongful encroachment by the strong, is the America of my vision and the goal of my effort."

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"This America cannot be wrought alone by law. It requires a national spirit, commanding service, imposing sacrifice—ungrudging and unrestrained. It demands an Americanism so intense as to fuse race, birth and social condition into a common inspiration, a common faith, disloyalty to which is dishonor and disgrace."

"For generations we have lived in isolation and safety, and we are only beginning to be conscious of our rights, duties and dangers as a member of the society of nations."

Continuing, Mr. Bacon, who was once Secretary of State and also Ambassador to France, says it is the lack of popular knowledge of the laws governing our foreign relations which has brought about the mistake of our present foreign policy.


Mr. Bacon is also for a protective tariff as a way to "mobilize industry."

Mr. Bacon resigned yesterday as president of the National Security League, which office he has held since last May.

William L. Ward of Westchester, it is said, has determined to stick to his pledge to Calder. He had been reported as wavering.

Besides filing a petition containing more than 20,000 names, Calder has many pledges, it would appear, that Bacon voters are wondering where the Bacon people are now, disappointed and are making plans for a hard campaign from now until primary day.

**"Virginia Judge" Is Sued.**  
ATLANTIC CITY, Aug. 22.—Walter Kelly, known to theatregoers everywhere as "the Virginia Judge," has been sued as the defendant in a suit for \$10,000 damages brought by Barney Simpson, a boardwalk optician here. The charge is that the "Judge" took the law into his own hands last Wednesday when Simpson became an undesirable third party to a private conversation the actor was holding with a friend on the boardwalk, and administered a sound thrashing.



### The Visiting Buyer

To the out-of-town buyer now in New York on his annual, semi-annual or periodic visit, the Harriman National Bank offers the suggestion that his banking relations are as important to his house as his merchandising, and he can put in a quarter-hour to advantage discussing with the Harriman National Bank his New York account.

An account with a New York bank of standing is recognized by progressive interior merchants as at least desirable, if not a necessity. It not only confers prestige, but permits payment of accounts in New York exchange, while the special terms made by the Harriman National Bank for such accounts carry further advantages.

Subject to the standing and responsibility of merchants, the character of their business and the quality of their account with us, we are prepared at all times to meet their requirements for loans or discounts at rates in agreement with the current condition of the money market, which at this centre, the great money market of the country at all times and to-day the great money market of the world, always offers distinct advantages to the borrower.

The Harriman National Bank holds its services and facilities exactly as a merchant holds his wares, subject to inspection by the customer and discussion of their quality and price. The bank will be happy to receive visitors whether they come in compliment or on business.

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SAFE DEPOSIT VAULTS 9 A. M. TO MIDNIGHT.**

**HARRIMAN NATIONAL BANK**  
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# A STATEMENT

BY THE

# BORDEN'S CONDENSED MILK COMPANY

There is increasing evidence that New York's Fresh Milk Supply will shortly engage the serious attention of the people of the City and State. The Joint Legislative Committee of which Senator Wicks is Chairman is now conducting an inquiry into the conditions of this important industry. The District Attorney of New York County is investigating the question as to whether there has been a combination among the distributors to increase the price to the consumer. Commissioner Dillon of the New York State Department of Foods and Markets has made a study of the situation, and is frequently quoted in the public press as to the conclusions he has reached.

Commissioner Hartigan of the Mayor's Bureau of Weights and Measures is reported to have made a survey of the milk conditions as affecting the City, and has given a statement of his views to the newspapers.

It is also reported that the milk producers are organizing with the assistance of those who directed the recent "strike" of the dairymen of the Chicago district, with the view of forcing a substantial increase in the price of milk to be paid to the New York State dairymen at the expiration of the present contracts on October 1, 1916.

We are of the opinion that this subject is of such vital interest to the great dairy interests of the State, and to the vast population of the metropolitan district, that the Borden Company, in justice to itself, and relying on the fairmindedness of all the parties to the possible controversy, whether they be directly or indirectly interested, should state the facts, and give such information and experience as it has gained during the many years in which it has conducted its business in this community.

The present time, therefore, seems to be opportune for the presentation of THE BORDEN FRESH MILK POLICY.

First, as to the general attitude of the Company. It does not believe that its permanent interest or the permanent interest of the producer or consumer will be served if the retail price of fresh milk is advanced to a point where, by comparison with the cost of other food products on the basis of equal food values, the consumption of milk would be reduced. On the contrary, we believe that the interests of the three parties are much more interdependent and inseparable than is generally supposed. A failure fairly and properly to adjust the difference between the costs of production and distribution and the cost to the consumer will inevitably be to the detriment of all.

Our retail customers in the metropolitan district are now receiving the bulk of their milk at nine cents per quart, known as Grade "B." We have made advances effective only on the more costly packages. There will be no necessity for any advance on Grade "B" quarts unless we are confronted with conditions not now existing.

Second, as to the Producer. If the dairyman receives too little, the vitally important dairy industry will wane, and the consumer will suffer from increased prices due to reduced production. In our opinion,

this is one of the causes that has contributed to the recent increase we have made in respect to certain of our products, but it does not necessarily follow that the solution of this phase of the problem is an arbitrary and general increase in the price to be paid to the dairyman. In other words, if a true understanding of the situation is to be had, a distinction must be drawn between those dairy farmers who maintain superior herds producing a high yield per cow, and who have adopted modern and businesslike methods of dairy farming, and those farmers who maintain low yield cows and follow wasteful and unbusinesslike methods.

From the foregoing, however, we are not to be understood as saying that there should be no increase in the price paid to the dairymen, but we merely intend to show that there are many factors to be taken into consideration.

Third, as to the Consumer. If he pays for his milk more than its PROPER cost plus a proper profit to the dairyman and the distributor, it can hardly be disputed that he is unjustly injured. If, on the other hand, he pays less than such cost and profit, he gains only a very temporary advantage which will be more than offset by higher prices later due to a reduced production, or by an inferior quality of milk, or by poorer service, or by all three combined. If the distributor pays more for his milk, and does not correspondingly increase the retail price, it means a reduction in the safe-guards at present maintained to insure pure and clean milk supply, or a reduced service to the public, or a possible reduction in wages to our employees, or a reduction in our profits to the vanishing point.

Fourth, as to the Distributor. At this point it is only fair that we should state that we consider a fair return for our contribution to the milk industry in the State and City to be a just demand. We are subject to the keenest competition, supplying as we do, as near as can be determined, only about 20% of the fresh milk sold in the Metropolitan District. The very nature of the fresh milk business, involving the handling of such a delicate and perishable product, coupled with the maze of

local regulations and State laws, creates a business hazard not commonly experienced. The Company made a net profit of approximately one-quarter of one cent (.0026) a quart in our last fiscal year ended June 30, 1916, which is equivalent to only 3 1/2% on the total net sales in this eastern district, or about 5.15% on the value of the direct investment in this branch of the business, without allowing any amount whatsoever for the value of our trade name and good will, which, after nearly sixty years of business, have a large and very real value as daily evidenced by communications from our patrons, and a value which is recognized by the courts of the State as property on which the owner is entitled to a return.

As a constructive suggestion we submit that greater benefits would come to all concerned if fresh milk were not only purchased, but sold on the basis of supply and demand. This would mean a fluctuating selling price rather than a fixed selling price against a fluctuating purchase price as now prevails. Such a plan would, we think, be fairer to both producer and consumer, and would tend to stabilize production. The success of such a plan, however, being an innovation in this market, would be very largely dependent upon the co-operation of the consumer.

We desire further to express our belief that the daily fresh milk supply of the Metropolitan District can best be handled by private enterprise. We are necessarily forced to practise the strictest economy, and adopt the safest and most modern practices in order to hold our trade, and survive in the highly competitive field in which our business is conducted.

Therefore, we repeat that this problem is a general problem affecting many interests and should be solved according to the facts, and to accepted business practices and in a spirit of fair play. With this general object in view, The Borden Company announces its intention of putting its books and records which pertain to this branch of its business at the disposal of the Wicks Committee, or of the District Attorney, and to furnish all information in its possession bearing on this problem to the end that a just and, as far as may be, a lasting solution may be found in disclosing some rational constructive plan that will equitably co-ordinate in protecting the interests of all concerned.

# BORDEN'S CONDENSED MILK COMPANY

## FARM PRODUCTS DIVISION